



# Doing Business with the Naval Air Systems Command

*Presented to: Navy Gold Coast 2014*

*Presented by:*

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Deputy Director

NAVAIR Office of Small Business Programs

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# NAVAIR is the Single SYSCOM for both Navy and Marine Corps Aviation



**Red  
signifies  
Marine Corps**



**Blue  
signifies  
Navy**

# NAVAIR's Role in Naval Aviation

- Develop, acquire, and support aircraft, weapons and related systems which can be operated and sustained *at sea*
- Provide analysis and decision support for cost/schedule/performance trades and investment decisions
- Increase Navy and Marine Corps capability, readiness and affordability in a joint/coalition environment

**Our capabilities support the unique mission of Naval Aviation.**





# Our Vision

***We are naval aviation's provider of choice.  
We will deliver safe, affordable, integrated and interoperable  
warfighting capabilities with agility, flexibility and speed.***



# Our Focus Areas



## Increase speed to the fleet . . .

*Through program of record planning and execution; and rapid response to urgent warfighter needs.*

## Deliver Integrated and Interoperable warfighting capabilities . . .

*I&I includes platforms, sensors and weapons operating seamlessly in a systems-of-systems environment that produce an immediate and sustainable increase in warfighting effectiveness.*

## Improve affordability . . .

*By reducing operating and sustainment costs for fielded systems and implementing life-cycle cost reduction initiatives as part of new systems development.*

***Making the Navy and Marine Corps more capable, ready and affordable  
in a joint/coalition environment***





# Small Business 101

**It's the policy of the government to provide “maximum practicable opportunities in its acquisitions to small business...concerns. Such concerns shall also have the maximum practicable opportunity to participate as subcontractors...” FAR 19.201(a)**

- **Small Business Programs**

- Small Businesses (SB)
- Women-Owned Small Businesses (WOSB)
  - Economically Disadvantaged Women-Owned Small Business (EDWOSB)
- Small Disadvantaged Businesses (SDB)
- Service-Disabled Veteran-Owned Small Businesses (SDVOSB)
- Historically Underutilized Business Zone (HUBZone) Small Businesses

**In accordance with FAR Part 19, there are set-aside and sole source opportunities.**

***Consult with your Small Business Professional***



# NAVAIR OSBP TEAM

## NAVAIR HEADQUARTERS

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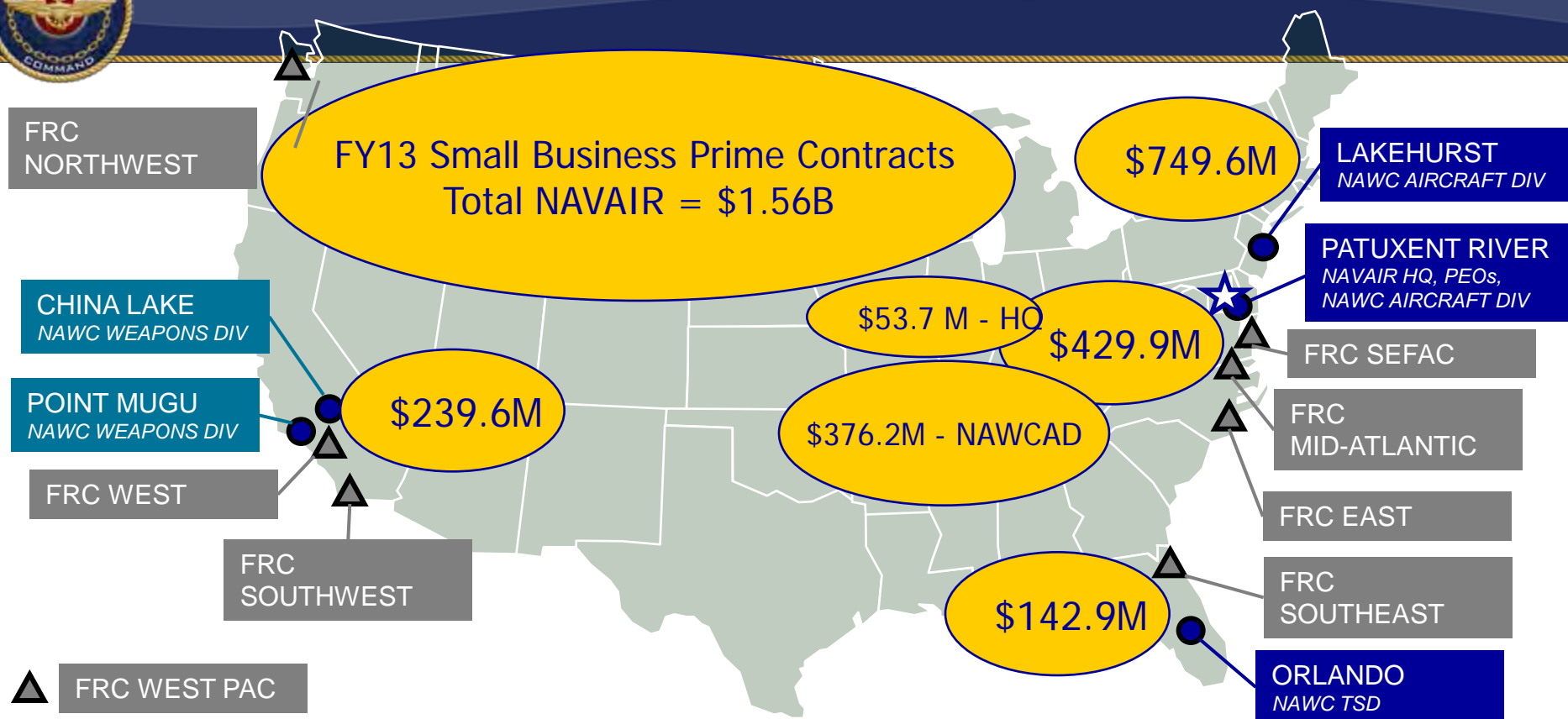
# NAVAIR TARGETS VS. ACTUALS

	NAVAIR FY11	NAVAIR FY12	NAVAIR FY13 ACTUALS as of 30 JAN 14 (EOY)	NAVAIR FY14 ACTUALS as of 31 JUL 14
<b>Prime Contracting</b>				
Total Dollars	\$ 23,478,722,181	\$ 27,004,764,988	\$ 24,935,264,338	\$ 14,772,261,981
<b>Small Business</b>	7.412%	6.446%	6.264%	7.314%
Target	7.000%	7.300%	\$1.75B	\$1.6B
Dollars	\$ 1,740,323,430	\$ 1,740,699,799	\$ 1,562,036,600	\$ 1,080,395,630
<b>SMALL DISADVANTAGED BUSINESS</b>	2.253%	2.049%	1.996%	1.924%
Target	1.800%	2.000%	2.000%	2.000%
Dollars	\$ 529,088,972	\$ 553,333,110	\$ 497,745,333	\$ 284,153,270
<b>VETERAN-OWNED SB**</b>	2.389%	1.688%	1.816%	2.199%
Dollars	\$ 560,834,907	\$ 470,169,827	\$ 452,858,928	\$ 324,795,024
<b>SERVICE-DISABLED VETERAN-OWNED SB</b>	1.539%	1.048%	1.061%	1.402%
Target	0.500%	0.750%	0.750%	0.750%
Dollars	\$ 361,271,691	\$ 282,928,454	\$ 264,614,937	\$ 207,164,245
<b>WOMAN-OWNED SB</b>	0.775%	0.870%	0.882%	1.022%
Target	1.000%	1.000%	1.000%	1.000%
Dollars	\$ 182,036,084	\$ 234,869,558	\$ 219,888,985	\$ 150,956,791
<b>HIST. UNDERUTILIZED BUSINESS ZONE SB</b>	0.205%	0.170%	0.185%	0.376%
Target	0.150%	0.200%	0.200%	0.200%
Dollars	\$ 48,049,382	\$ 45,892,844	\$ 46,158,003	\$ 55,600,123
<b>Small Business Assessable Market (SBAM) = 17%</b>				12.24%
<b>Simplified Acquisition Threshold = 80%</b>			88.49%	88.74%
<b>Service Improvement = 40.66%</b>			31.03%	35.79%

\* SBAM Definition: Using FY13 awards, the Small Business Assessable Market (SBAM) excludes Product Service Codes (PSCs) having <1% of their total obligations across the federal government awarded to small businesses.



# FY13 Small Business Obligations



**WEAPONS**  
WEST COAST HUB

- MISSILES / FREEFALL WEAPONS
- WEAPON SYSTEM INTEGRATION
- ELECTRONIC WARFARE SYSTEMS
- LAND RANGE / SEA RANGE
- NON LETHAL WEAPONS

**AIRCRAFT**  
EAST COAST HUB

- AIR VEHICLES
- PROPULSION & POWER
- AVIONICS & SENSORS
- SHIP INTERFACE & SUPPORT SYSTEMS
- LAUNCH & RECOVERY
- UAVS

- ATLANTIC TEST RANGE AND GROUND SYSTEMS TEST FACILITIES
- HUMAN PERFORMANCE / SIMULATOR SYSTEMS

Source: FPDS-NG 18 NOV 13



# TOP 5 FY13 NAICS CODES FOR NAVAIR OVERALL & SMALL BUSINESS

## TOP 5 NAICS within NAVAIR OVERALL for FY13

### 6 digit NAICS Code (Description)

336411	AIRCRAFT MANUFACTURING	\$ 16,528,931,333.79
541330	ENGINEERING SERVICES	\$ 1,833,514,034.86
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$ 1,292,015,794.05
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$ 928,632,010.75
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$ 893,965,328.61

## TOP 5 NAVAIR NAICS for SB for FY13

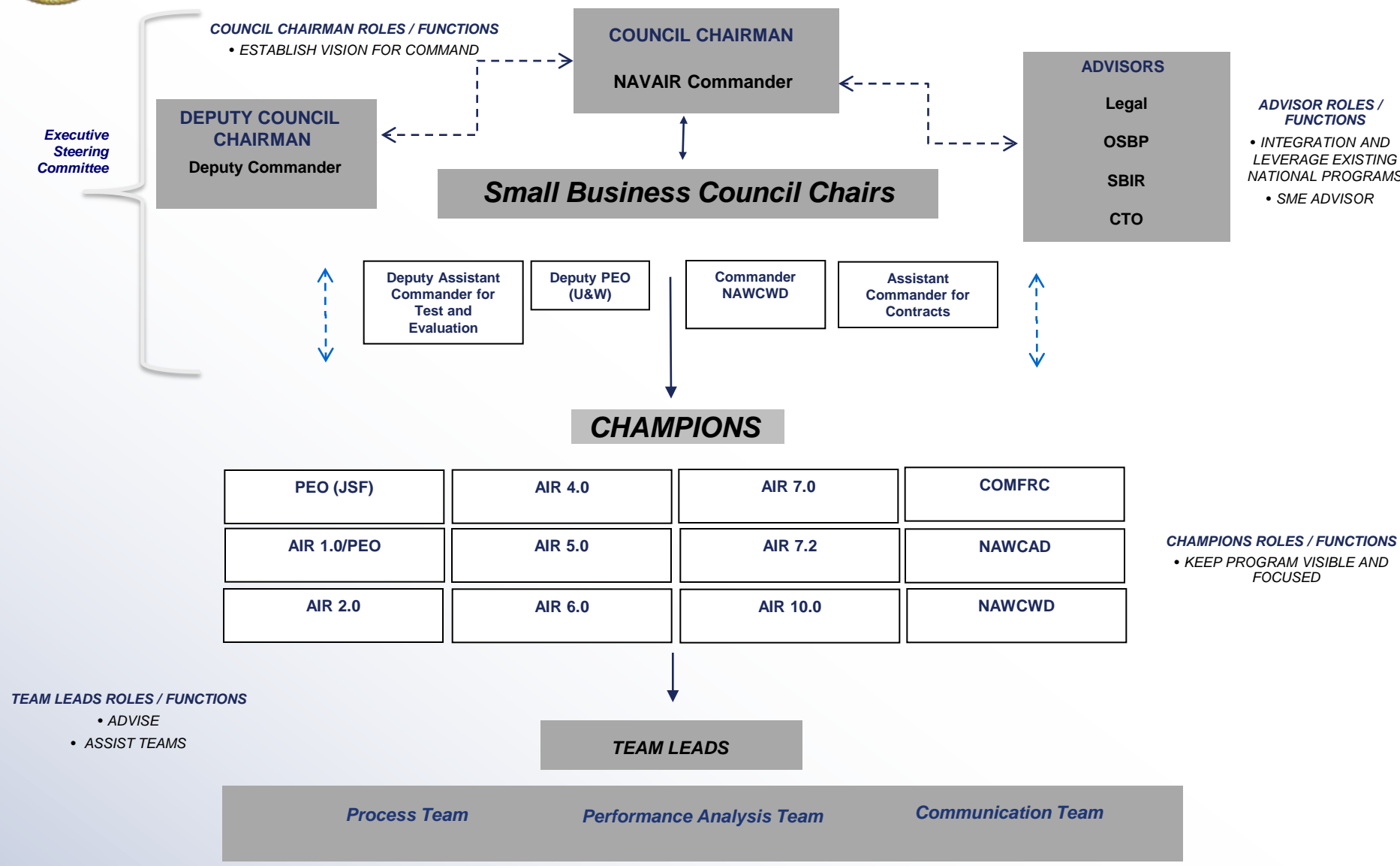
### 6 digit NAICS Code (Description)

541330	ENGINEERING SERVICES	\$ 408,916,345.78
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$ 346,962,571.95
336411	AIRCRAFT MANUFACTURING	\$ 214,145,804.93
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$ 98,371,045.48
541614	PROCESS, PHYSICAL DISTRIBUTION, AND LOGISTICS CONSULTING SERVICES	\$ 47,974,289.92





# Executive Small Business Council





# Vision and Mission Statement

- **Vision:** Enabling NAVAIR to provide the Warfighter with creative, affordable solutions brought to them through small business.
- **Mission:** The Executive Small Business Council will ensure small businesses have the maximum practicable opportunity to participate in NAVAIR procurements, both as prime and subcontractors.



# Council Objectives

- **Improve workforce awareness and initiate manager, supervisor and team lead accountability for NAVAIR small business contract participation.**
- **Improve opportunities for small business participation as prime and subcontractors in NAVAIR contracts.**
- **Institutionalize a culture that leverages and values small business participation in NAVAIR contract awards.**
- **Provide guidance, resourcing and barrier removal for established teams (Performance Analysis, Process and Communication).**





# Do Your Homework

- Review NAVAIR website – [www.navair.navy.mil](http://www.navair.navy.mil)
- Review NAVAIR OSBP website—[www.navair.navy.mil/osbp](http://www.navair.navy.mil/osbp)
  - NAVAIR Long Range Strategy
  - Links to other NAVAIR websites
  - Links to recent briefings
- Review FPDS-NG website – [www.fpds.gov](http://www.fpds.gov)
  - Find out what NAVAIR procured in the past



# Sources of Information

- Conferences, trade shows
- Government databases
- Industry Days
- Pre-solicitation conferences
- Large businesses who may have experience with similar requirements
- The Internet

***Sources for market research information are numerous.***

- **Government-Wide Acquisition Contracts (GWACs)**
  - Optional Federal Supply Schedule vehicles; OSD policy encourages use
  - Several set-aside exclusively for SB; primarily for IT-related products & services
- **FPDS-NG:**  
[https://www.fpds.gov/fpdsng\\_cms/](https://www.fpds.gov/fpdsng_cms/)
- **Seaport-e:**  
<http://www.seaport.navy.mil/default.aspx>
- **SBIR Database:** [www.dodsbir.net](http://www.dodsbir.net)
- **Search engines to find small businesses, i.e.:**
  - System for Award Management:  
<https://www.sam.gov/portal/public/SAM/#1>
  - SBA Dynamic Small Business Search:  
[http://web.sba.gov/pro-net/search/dsp\\_dsbs.cfm](http://web.sba.gov/pro-net/search/dsp_dsbs.cfm)
  - Center for Veterans Enterprise Vendor Information Pages (VIP): [www.vetbiz.gov](http://www.vetbiz.gov)



# Guidance To Industry

- **Company Data Sheet**

- No more than three pages (MS Office document) about your company and products or services
- Tailored for NAVAIR
- Keep it simple, but make your company stand out

- **Answer the following**

- Company point of contact information
- Describe what your company does (products or services)
- How your mission relates to Naval Aviation
- Product commercially available?
- Intellectual property rights?
- Product utilized with or on any other DoD, government, or commercial platform?
- Quantitative data on product performance
- Small business certifications, current contract vehicles and NAICS

**Posted on NAVAIR OSBP website under the Guidance to Industry.**  
**[www.navair.navy.mil/osbp](http://www.navair.navy.mil/osbp)**





# Let Us Know!

When NAVAIR issues a sole source synopsis and you believe you can provide the supplies/services, **LET US KNOW!**

If you know a full and open competition is pending or you see a full and open competition synopsis and you think there are **2 or more** SDVOSBs, 8(a)s, HUBZones, WOSBs, or small businesses that can do the work, **LET US KNOW!**

Work closely with the contract specialist and the small business deputy.

**NAVAIR OSBP Website**  
**[www.navair.navy.mil/osbp](http://www.navair.navy.mil/osbp)**

*Enabling the war fighter with creative solutions brought to them through small business.*



# Responding to a Sources Sought Announcement

- **Tips**

- **Show holistic capability – technical, but also management practices, financial stability, quality processes, able to manage subcontractors, discriminators, etc.**
- **Provide more detail on number of employees and company locations**
- **Show how you will minimize transition risk**
- **Request clarification, if needed**
- **Meet the response timeline**



# Sources Sought Responses

- **Areas where industry can improve**
  - Answer all the questions
  - Be sure you are addressing a NAVAIR requirement and not one from another agency or service
  - Be sure to discuss all the items that will be evaluated
  - Address only experience that is applicable to the requirement
  - Validate your claims of capability
  - If you combine past performance contracts, be sure to provide a break out of scope and complexity of each
  - If you propose teaming, show value-added
  - Address how you will manage subcontractors and prior experience in this area
  - If admitting lack of capability or experience; offer a solution, mitigation, alternative, etc.





# After Contract Award

- Key message: You must now PERFORM!
- LET NAVAIR KNOW if you're experiencing difficulties... ASAP
  - Technical/Performance
  - Schedule
  - Financial
- ...And these communications should be DOCUMENTED
- Know your CONTRACT...scope, terms, conditions, schedules, deliverables – it's what we're holding you accountable for
- Be aware the government rates your performance yearly in the Contractor Performance Assessment Reporting System (CPARS) – Used in future source selections (Contracts over \$1M for services and over \$5M for products)



# Resources Available to Assist

First line of  
communication

after contract award

- Contracting Officer
- Administrative Contracting Officer
- Technical Customer
- NAVAIR Small Business Deputy
- Also:
  - SBA website (<http://www.sba.gov>)
    - Counseling – in person, email
    - Financial Assistance Training
    - Training
    - PTAC (<http://www.sellingtothegovernment.net>)



# Back Up



# NAVAIR HQs TARGETS VS. ACTUALS

			NAVAIR HQs FY13 ACTUALS as of 30 JAN 14 (EOY)	NAVAIR HQs FY14 ACTUALS as of 31 JUL 14
NAVAIR HQs FY11	NAVAIR HQs FY12			
<b>Prime Contracting</b>				
Total Dollars				
<b>Small Business</b>				
Threshold Target				
Objective Target				
Dollars				
<b>SMALL DISADVANTAGED BUSINESS</b>				
Threshold Target				
Objective Target				
Dollars				
<b>VETERAN-OWNED SB**</b>				
Dollars				
<b>SERVICE-DISABLED VETERAN-OWNED SB</b>				
Threshold Target				
Objective Target				
Dollars				
<b>WOMAN-OWNED SB</b>				
Threshold Target				
Objective Target				
Dollars				
<b>HIST. UNDERUTILIZED BUSINESS ZONE SB</b>				
Threshold Target				
Objective Target				
Dollars				





# NAVAIR PAX TARGETS VS. ACTUALS

	NAWCAD PAX FY11	NAWCAD PAX FY12	NAWCAD PAX FY13 ACTUALS as of 30 JAN 14 (EOY)	NAWCAD PAX FY14 ACTUALS as of 31 JUL 14
<b>Prime Contracting</b>				
Total Dollars	\$ 1,888,693,306	\$ 1,975,053,080	\$ 1,709,822,024	\$ 1,346,539,277
<b>Small Business</b>	22.251%	21.463%	22.004%	24.325%
Threshold Target			21.000%	20.500%
Objective Target	31.500%	28.000%	33.300%	25.200%
Dollars	\$ 420,252,752	\$ 423,906,154	\$ 376,222,270	\$ 327,539,989
<b>SMALL DISADVANTAGED BUSINESS</b>	8.318%	8.523%	9.332%	7.339%
Threshold Target			8.750%	9.000%
Objective Target	9.750%	8.700%	11.000%	9.860%
Dollars	\$ 157,098,452	\$ 168,330,073	\$ 159,566,696	\$ 98,823,970
<b>VETERAN-OWNED SB**</b>	7.329%	7.394%	7.820%	7.368%
Dollars	\$ 136,690,405	\$ 146,041,956	\$ 133,710,964	\$ 99,215,078
<b>SERVICE-DISABLED VETERAN-OWNED SB</b>	3.737%	3.496%	4.348%	3.745%
Threshold Target			3.200%	3.750%
Objective Target	3.000%	3.500%	3.800%	4.150%
Dollars	\$ 70,574,143	\$ 69,052,805	\$ 74,338,487	\$ 50,430,464
<b>WOMAN-OWNED SB</b>	4.087%	3.877%	4.384%	4.932%
Threshold Target			4.500%	4.500%
Objective Target	6.000%	4.890%	5.750%	5.750%
Dollars	\$ 77,195,486	\$ 76,576,995	\$ 74,950,966	\$ 66,407,868
<b>HIST. UNDERUTILIZED BUSINESS ZONE SB</b>	0.655%	1.005%	1.369%	1.896%
Threshold Target			0.920%	1.000%
Objective Target	0.820%	0.750%	1.200%	1.500%
Dollars	\$ 12,365,406	\$ 19,842,014	\$ 23,414,310	\$ 25,524,574



# NAVAIR LAKEHURST TARGETS VS. ACTUALS

	NAWCAD LKE FY11	NAWCAD LKE FY12	NAWCAD LKE FY13 ACTUALS as of 30 JAN 14 (EOY)	NAWCAD LKE FY14 ACTUALS as of 31 JUL 14
<b>Prime Contracting</b>				
<b>Total Dollars</b>	<b>\$ 1,399,821,857</b>	<b>\$ 1,462,561,297</b>	<b>\$ 1,238,169,800</b>	<b>\$ 673,135,147</b>
<b>Small Business</b>	<b>61.306%</b>	<b>55.842%</b>	<b>60.539%</b>	<b>53.668%</b>
Threshold Target			49.000%	45.000%
Objective Target	47.000%	48.200%	62.000%	53.400%
Dollars	\$ 858,172,619	\$ 816,720,624	\$ 749,577,422	\$ 361,260,908
<b>SMALL DISADVANTAGED BUSINESS</b>	<b>13.363%</b>	<b>13.026%</b>	<b>11.815%</b>	<b>6.224%</b>
Threshold Target			9.500%	10.000%
Objective Target	10.000%	10.500%	15.500%	12.340%
Dollars	\$ 187,054,152	\$ 190,519,933	\$ 146,284,557	\$ 41,894,019
<b>VETERAN-OWNED SB**</b>	<b>25.096%</b>	<b>15.830%</b>	<b>20.456%</b>	<b>21.941%</b>
Dollars	\$ 328,400,044	\$ 242,930,592	\$ 253,279,365	\$ 147,695,177
<b>SERVICE-DISABLED VETERAN-OWNED SB</b>	<b>17.976%</b>	<b>11.670%</b>	<b>12.171%</b>	<b>15.153%</b>
Threshold Target			4.960%	4.960%
Objective Target	3.000%	4.960%	8.000%	7.930%
Dollars	\$ 251,634,903	\$ 170,679,174	\$ 150,700,931	\$ 102,002,901
<b>WOMAN-OWNED SB</b>	<b>3.671%</b>	<b>6.121%</b>	<b>7.048%</b>	<b>5.949%</b>
Threshold Target			5.000%	6.340%
Objective Target	5.600%	4.890%	7.000%	7.000%
Dollars	\$ 51,386,312	\$ 89,526,501	\$ 87,262,865	\$ 40,042,019
<b>HIST. UNDERUTILIZED BUSINESS ZONE SB</b>	<b>1.627%</b>	<b>1.305%</b>	<b>1.664%</b>	<b>4.089%</b>
Threshold Target			1.000%	1.000%
Objective Target	1.000%	1.490%	1.500%	1.710%
Dollars	\$ 22,772,426	\$ 19,092,029	\$ 20,602,905	\$ 27,527,688



# TSD ORLANDO TARGETS VS. ACTUALS

	NAWCTSD FY11	NAWCTSD FY12	NAWCTSD FY13 ACTUALS as of 30 JAN 14 (EOY)	NAWCTSD FY14 ACTUALS as of 31 JUL 14
Prime Contracting				
Total Dollars	\$ 762,041,753	\$ 809,926,323	\$ 685,240,014	\$ 749,408,111
<b>Small Business</b>	<b>23.692%</b>	<b>24.326%</b>	<b>20.863%</b>	<b>21.505%</b>
Threshold Target			25.000%	19.500%
Objective Target	36.000%	22.000%	32.000%	24.000%
Dollars	\$ 180,543,770	\$ 197,023,566	\$ 142,963,103	\$ 161,161,087
<b>SMALL DISADVANTAGED BUSINESS</b>	<b>12.066%</b>	<b>13.032%</b>	<b>12.042%</b>	<b>7.648%</b>
Threshold Target			7.500%	11.000%
Objective Target	10.000%	9.000%	8.000%	12.690%
Dollars	\$ 91,945,617	\$ 105,545,579	\$ 82,513,539	\$ 57,313,187
<b>VETERAN-OWNED SB**</b>	<b>5.539%</b>	<b>3.455%</b>	<b>3.161%</b>	<b>2.419%</b>
Dollars	\$ 44,969,358	\$ 27,985,029	\$ 21,657,977	\$ 18,127,813
<b>SERVICE-DISABLED VETERAN-OWNED SB</b>	<b>2.864%</b>	<b>1.744%</b>	<b>2.395%</b>	<b>1.876%</b>
Threshold Target			1.500%	1.500%
Objective Target	1.000%	2.180%	1.800%	1.500%
Dollars	\$ 21,823,339	\$ 14,126,899	\$ 16,412,643	\$ 14,058,255
<b>WOMAN-OWNED SB</b>	<b>5.299%</b>	<b>4.465%</b>	<b>5.563%</b>	<b>3.924%</b>
Threshold Target			4.400%	5.500%
Objective Target	5.500%	5.100%	5.500%	5.500%
Dollars	\$ 40,381,621	\$ 36,166,693	\$ 38,120,262	\$ 29,409,172
<b>HIST. UNDERUTILIZED BUSINESS ZONE SB</b>	<b>0.690%</b>	<b>0.195%</b>	<b>0.145%</b>	<b>-0.010%</b>
Threshold Target			0.190%	0.020%
Objective Target	0.800%	0.250%	0.500%	0.149%
Dollars	\$ 5,258,753	\$ 1,577,992	\$ 992,396	\$ (76,808)



# NAWCAD PAX RIVER, LAKEHURST & ORLANDO

NAWCAD PATUXENT RIVER, LAKEHURST AND ORLANDO				
			NAWCAD	NAWCAD
			FY13 ACTUALS	FY14 ACTUALS
	NAWCAD FY11	NAWCAD FY12	as of 30 JAN 14	as of 31 JUL 14
Prime Contracting				
Total Dollars	\$ 4,050,556,916	\$ 4,247,540,700	\$ 3,633,231,837	\$ 2,769,082,535
Small Business	36.019%	33.847%	34.921%	30.695%
Dollars	\$ 1,458,969,142	\$ 1,437,650,344	\$ 1,268,762,795	\$ 849,961,985
SMALL DISADVANTAGED BUSINESS	10.766%	10.933%	10.689%	7.152%
Dollars	\$ 436,098,221	\$ 464,395,585	\$ 388,364,791	\$ 198,031,175
VETERAN-OWNED SB	12.59%	9.816%	11.248%	9.571%
Dollars	\$510,059,807	\$416,957,577	\$408,648,305	\$265,038,067
SERVICE-DISABLED VETERAN-OWNED SB	8.493%	5.977%	6.646%	6.013%
Dollars	\$ 344,032,385	\$ 253,858,878	\$ 241,452,062	\$ 166,491,619
WOMAN-OWNED SB	4.171%	4.762%	5.514%	4.906%
Dollars	\$ 168,963,419	\$ 202,270,189	\$ 200,334,092	\$ 135,859,059
HIST. UNDERUTILIZED BUSINESS ZONE SB	0.997%	0.996%	0.996%	0.996%
Dollars	\$ 40,396,585	\$ 40,512,035	\$ 45,009,611	\$ 52,975,454



# NAWCWD TARGETS VS. ACTUALS

			NAWCWD FY13 ACTUALS as of 30 JAN 14 (EOY)	NAWCWD FY14 ACTUALS as of 31 JUL 14
	NAWCWD FY11	NAWCWD FY12		
Prime Contracting Total Dollars	\$ 660,774,715	\$ 804,598,631	\$ 557,596,566	\$ 550,698,187
<b>Small Business</b>	<b>35.701%</b>	<b>32.223%</b>	<b>42.974%</b>	<b>38.406%</b>
Threshold Target			33.360%	34.000%
Objective Target	31.000%	31.000%	39.000%	40.000%
Dollars	\$ 235,902,041	\$ 259,262,848	\$ 239,623,413	\$ 211,502,856
<b>SMALL DISADVANTAGED BUSINESS</b>	<b>12.893%</b>	<b>10.679%</b>	<b>16.328%</b>	<b>15.263%</b>
Threshold Target			10.000%	12.500%
Objective Target	8.500%	10.000%	11.900%	16.700%
Dollars	\$ 85,191,871	\$ 85,922,300	\$ 91,043,252	\$ 84,054,073
<b>VETERAN-OWNED SB**</b>	<b>4.772%</b>	<b>6.040%</b>	<b>6.655%</b>	<b>9.779%</b>
Dollars	\$ 30,621,817	\$ 48,596,753	\$ 37,107,238	\$ 53,850,213
<b>SERVICE-DISABLED VETERAN-OWNED SB</b>	<b>2.457%</b>	<b>3.572%</b>	<b>4.105%</b>	<b>7.381%</b>
Threshold Target			3.000%	3.000%
Objective Target	1.200%	2.100%	3.600%	3.000%
Dollars	\$ 16,235,254	\$ 28,742,217	\$ 22,891,212	\$ 40,644,828
<b>WOMAN-OWNED SB</b>	<b>1.881%</b>	<b>2.312%</b>	<b>3.374%</b>	<b>2.630%</b>
Threshold Target			2.000%	2.500%
Objective Target	2.900%	2.550%	2.500%	3.000%
Dollars	\$ 12,431,962	\$ 18,606,148	\$ 18,814,124	\$ 14,482,995
<b>HIST. UNDERUTILIZED BUSINESS ZONE SB</b>	<b>0.896%</b>	<b>0.597%</b>	<b>0.206%</b>	<b>0.477%</b>
Threshold Target			0.800%	0.250%
Objective Target	0.800%	1.000%	1.300%	0.250%
Dollars	\$ 5,922,025	\$ 4,803,886	\$ 1,148,393	\$ 2,624,668





# SDVOSBs

	FY11	FY12	FY13	FY14 as of 31 JUL 14
<b>NAWCWD</b>				
Goal	1.200%	2.100%	2.100%	3.000%
Actual Percentage	2.457%	3.572%	4.105%	7.381%
Dollars Obligated to SDVOSBs	\$ 16,235,254	\$ 28,742,217	\$ 22,891,212	\$ 40,644,828
Total Dollar Amount	\$ 660,774,715	\$ 804,598,631	\$ 557,596,566	\$ 550,698,187
<b>NAWCAD PAX RIVER</b>				
Goal	3.000%	3.500%	3.500%	3.750%
Actual Percentage	3.737%	3.496%	4.348%	3.745%
Dollars Obligated to SDVOSBs	\$ 70,574,143	\$ 69,052,805	\$ 74,338,487	\$ 50,430,464
Total Dollar Amount	\$ 1,888,693,306	\$ 1,975,053,080	\$ 1,709,822,024	\$ 1,346,539,277
<b>NAWC TSD ORLANDO</b>				
Goal	1.000%	2.180%	2.180%	1.500%
Actual Percentage	2.864%	1.744%	2.395%	1.876%
Dollars Obligated to SDVOSBs	\$ 21,823,339	\$ 14,126,899	\$ 16,412,643	\$ 14,058,255
Total Dollar Amount	\$ 762,041,753	\$ 809,926,323	\$ 685,240,014	\$ 749,408,111
<b>NAWCAD LAKEHURST</b>				
Goal	3.000%	4.960%	4.960%	4.960%
Actual Percentage	17.976%	11.670%	12.171%	15.153%
Dollars Obligated to SDVOSBs	\$ 251,634,903	\$ 170,679,174	\$ 150,700,931	\$ 102,002,901
Total Dollar Amount	\$ 1,399,821,857	\$ 1,462,561,297	\$ 1,238,169,800	\$ 673,135,147
<b>TOTAL</b>				
Total Dollars Obligated to SDVOSBs	\$360,267,639	\$282,601,095	\$264,343,274	\$207,136,448
Total Dollars Obligated	\$4,711,331,631	\$5,052,139,331	\$4,190,828,403	\$3,319,780,722
<b>Total NAWC Percentage</b>	7.65%	5.59%	6.31%	6.24%

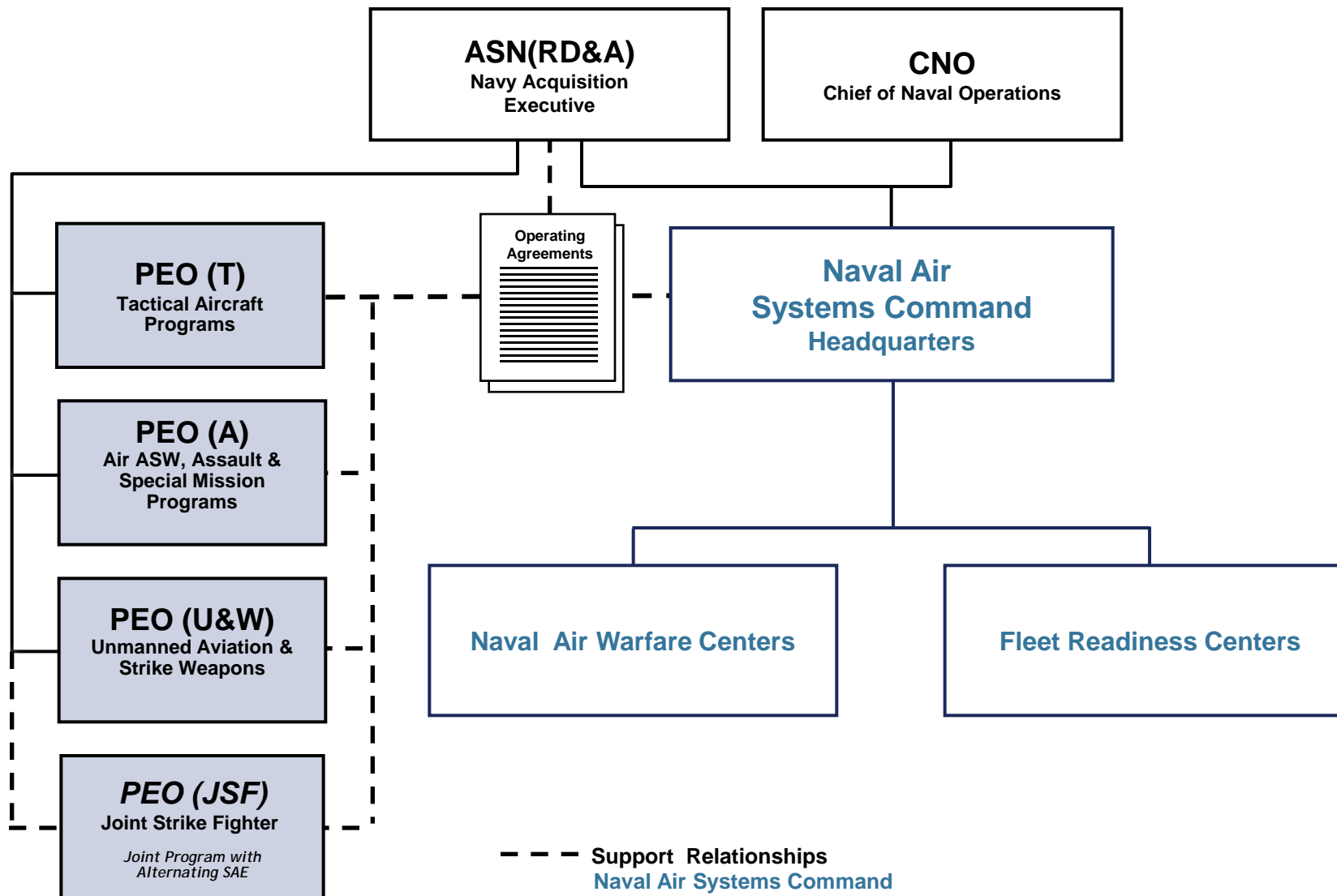


# WOSBs

	FY14 as of 31 JUL 14			
	FY11	FY12	FY13	
<b>NAWCWD</b>				
Goal	2.900%	2.550%	2.550%	2.500%
Actual Percentage	1.881%	2.312%	3.374%	2.630%
Dollars Obligated to WOSBs	\$ 12,431,962	\$ 18,606,148	\$ 18,814,124	\$ 14,482,995
Total Dollar Amount	\$ 660,774,715	\$ 804,598,631	\$ 557,596,566	\$ 550,698,187
<b>NAWCAD PAX RIVER</b>				
Goal	6.000%	4.890%	4.890%	4.500%
Actual Percentage	4.087%	3.877%	4.384%	4.932%
Dollars Obligated to WOSBs	\$ 77,195,486	\$ 76,576,995	\$ 74,950,966	\$ 66,407,868
Total Dollar Amount	\$ 1,888,693,306	\$ 1,975,053,080	\$ 1,709,822,024	\$ 1,346,539,277
<b>NAWC TSD ORLANDO</b>				
Goal	5.500%	5.100%	5.100%	5.500%
Actual Percentage	5.299%	4.465%	5.563%	3.924%
Dollars Obligated to WOSBs	\$ 40,381,621	\$ 36,166,693	\$ 38,120,262	\$ 29,409,172
Total Dollar Amount	\$ 762,041,753	\$ 809,926,323	\$ 685,240,014	\$ 749,408,111
<b>NAWCAD LAKEHURST</b>				
Goal	5.600%	4.890%	4.890%	6.340%
Actual Percentage	3.671%	6.121%	7.048%	5.949%
Dollars Obligated to WOSBs	\$ 51,386,312	\$ 89,526,501	\$ 87,262,865	\$ 40,042,019
Total Dollar Amount	\$ 1,399,821,857	\$ 1,462,561,297	\$ 1,238,169,800	\$ 673,135,147
<b>TOTAL</b>				
Total Dollars Obligated to WOSBs	\$181,395,381	\$220,876,337	\$219,148,216	\$150,342,054
Total Dollars Obligated	\$4,711,331,631	\$5,052,139,331	\$4,190,828,403	\$3,319,780,722
<b>Total NAWC Percentage</b>	➡ 3.85%	➡ 4.37%	➡ 5.23%	➡ 4.53%



# Reporting Relationships – NAVAIR and Affiliated PEOs





# Systems Acquisition Programs Managed

JOINT STRIKE FIGHTER	PEO(T) TACTICAL AIRCRAFT	PEO(A) AIR ASW, ASSAULT, & SPECIAL MISSION	PEO(U&W) UNMANNED AVIATION & STRIKE WEAPONS	NAVAIR AIR-1.0 COMMON & SUPPORT
<p><u>ACAT I</u></p> <ul style="list-style-type: none"> <li>JOINT STRIKE FIGHTER (LIGHTNING II)</li> </ul>	<p><u>ACAT I</u></p> <ul style="list-style-type: none"> <li>JOINT PRECISION APPROACH &amp; LANDING SYSTEM (JPALS)</li> <li>E-2D ADVANCED HAWKEYE (AHE)</li> <li>EA-6B ICAP-III</li> <li>EA-18G AIRBORNE ELECTRONIC ATTACK</li> <li>F/A-18E/F SUPER HORNET</li> <li>INTEGRATED DEFENSIVE ELECTRONIC COUNTERMEASURES (IDECM)</li> <li>DoN LAIRCM</li> <li>CIRCM (US ARMY LEAD)</li> <li>JOINT PRIMARY A/C TRAINING SYSTEM (T-6B TEXAN II) (AIR FORCE LEAD)</li> <li>ADVANCED AIRBORNE SENSOR</li> <li>LITTORAL SURVEILLANCE RADAR SYSTEM</li> </ul> <p><u>ACAT II</u></p> <ul style="list-style-type: none"> <li>MARK XIII MODE 5</li> <li>ADVANCED ARRESTING GEAR</li> <li>ALR-67(V)3 ADVANCED SPECIAL RECEIVER (ASR)</li> <li>E-6B MERCURY BLOCK 1 MOD</li> <li>F/A-18 IRST</li> </ul> <p><u>ACAT III</u></p> <ul style="list-style-type: none"> <li>EA-6B ALQ-99 LOW BAND TRANSMITTER (LBT)</li> <li>E-6B BLOCK II</li> <li>F/A-18 DTS</li> <li>VIRTUAL MISSION TRAINING SYSTEM</li> </ul> <p><u>ACAT IV</u></p> <ul style="list-style-type: none"> <li>COMM IFF DIGITAL TRANSP (CXP)</li> <li>ADMACS BLOCK 2</li> <li>ADVANCED RECOVERY CONTROL (ARC)</li> <li>MORIAH WIND SYSTEM (MWS)</li> </ul> <p><u>ADDITIONAL</u></p> <ul style="list-style-type: none"> <li>3 ABBREVIATED ACQ PROGRAMS</li> <li>EMALS</li> <li>NEXT GENERATION JAMMER</li> <li>JATAS</li> <li>SMALL FORM FACTOR TRANSPONDER</li> </ul>	<p><u>ACAT I</u></p> <ul style="list-style-type: none"> <li>MV-22, CV-22</li> <li>USMC H-1 UPGRADES (AH-1Z, UH-1Y)</li> <li>P-8A POSEIDON</li> <li>MH-60R</li> <li>MH-60S</li> <li>CH-53K</li> <li>KC-130J</li> <li>VXX (PRE-MDAP)</li> </ul> <p><u>ACAT II</u></p> <ul style="list-style-type: none"> <li>C-9 REPLACEMENT AIRCRAFT (C-40A)</li> </ul> <p><u>ACAT III</u></p> <ul style="list-style-type: none"> <li>AIR DEPLOYABLE ACTIVE RECEIVER</li> <li>EP-3E JOINT AIRBORNE SIGINT ARCH(JCC)</li> </ul> <p><u>ACAT IV</u></p> <ul style="list-style-type: none"> <li>C/KC-130 AIRCRAFT DECM SURV EQUIP</li> <li>USMC C-12W PROGRAM</li> <li>INTEGRATED MECH DIAGNOSTICS SYSTEM</li> <li>T64 ENGINE RELIABILITY IMPROVEMENT PROG</li> <li>MULTI-STATIC ACTIVE COHERENT (MAC)</li> <li>VH-60N COCKPIT UPGRADE</li> <li>VH-COMMUNICATIONS SUITE</li> <li>AH-1W NIGHT TARGETING SYS UPG PROGRAM</li> <li>UH-1N/1Y BRITESTAR BLOCK II</li> <li>P-3 C4 for ANTI-SUBMARINE WARFARE</li> <li>P-3 COMM NAV SURV AIR TRAF MGT (CNS/ATM)</li> <li>P-3 CRITICAL OBSOLESCENCE PROGRAM</li> <li>P-3/EP-3 SPEC STRUC INSPECT-KITS (SSI-K)</li> </ul> <p><u>ADDITIONAL</u></p> <ul style="list-style-type: none"> <li>17 ABBREVIATED ACQ PROGRAMS</li> </ul>	<p><u>ACAT I</u></p> <ul style="list-style-type: none"> <li>JOINT STANDOFF WEAPON (UNITARY)</li> <li>ADVANCED ANTI-RAD. GUIDED MISSILE</li> <li>TOMAHAWK BLK IV</li> <li>AIM-9X SIDEWINDER</li> <li>VTUAV</li> <li>BROAD AREA MARITIME SURVEILLANCE UNMANNED AIRCRAFT SYSTEMS (BAMS UAS)</li> <li>MRMUAS (PRE-MDAP)</li> <li>AMRAAM (USAF Lead)</li> <li>JAGM (PRE-MDAP) (USA Lead)</li> <li>SDBII (USAF Lead)</li> <li>JDAM (USAF Lead)</li> </ul> <p><u>ACAT II</u></p> <ul style="list-style-type: none"> <li>TACTICAL CONTROL SYSTEM (TCS)</li> <li>THEATER MISSION PLANNING CENTER (TMPC)</li> </ul> <p><u>ACAT III</u></p> <ul style="list-style-type: none"> <li>SMALL TACTICAL UNMANNED AIRCRAFT SYSTEM (STUAS)</li> <li>ADVANCED PRECISION KILL WEAPONS SYSTEM (APKWS) II</li> <li>TACTICAL TOMAHAWK WEAPONS CONTROL SYSTEM (TTWCS)</li> </ul> <p><u>ACAT IV</u></p> <ul style="list-style-type: none"> <li>DIRECT ATTACK MOVING TARGET CA(DAMTC)</li> <li>GQM-163A</li> <li>MULTI-STAGE SUPERSONIC SEA SKIM TARGET</li> <li>SUBSONIC AERIAL TARGET</li> <li>COMMON DEFENSIVE WEAPON SYSTEM (GAU-21)</li> <li>SMALL UNIT REMOTE SCOUTING SYS (SURSS)</li> <li>JOINT MISSION PLANNING SYSTEM (JMPS)</li> <li>FMU-164/B</li> <li>MULTI-PURPOSE BOMB RACK PROGRAM (MPBR)</li> <li>ELGTR</li> </ul> <p><u>ADDITIONAL</u></p> <ul style="list-style-type: none"> <li>3 ABBREVIATED ACQ PROGRAMS (5 POTENTIAL)</li> <li>UCLASS ADPO</li> <li>UNMANNED COMBAT AIR SYSTEM CARRIER DEMONSTRATION (UCAS-D)</li> <li>2 JOINT CAPABILITY TECHNOLOGY DEMONSTRATIONS (JCTDS)</li> <li>POTENTIAL ACAT 1D OFFENSIVE ANTI-SURFACE WARFARE (OASuW)</li> </ul>	<p><u>ACAT II</u></p> <ul style="list-style-type: none"> <li>AMC&amp;D (F/A-18 AND AV-8B)</li> <li>RECONFIGURABLE TRANSPORTABLE CONSOLIDATED AUTOMATED SUPPORT SYSTEM (CASS)</li> </ul> <p><u>ACAT III</u></p> <ul style="list-style-type: none"> <li>NAVY AIR NAVIGATION WARFARE (NAVWAR)</li> <li>NAVY COMMON EJECTION SEAT (NACES)</li> <li>TACTICAL A/C MOVING MAP CAPABILITY</li> </ul> <p><u>ACAT IV</u></p> <ul style="list-style-type: none"> <li>FLIGHT DECK CRANIAL (FDC)</li> <li>TACT COMBAT TRAINING SYS PHASES 1 - 4</li> <li>UNDRSEA WARFRE TR RN (USWTR)</li> <li>GPWS CAT I (PATROL/TRANSPORT)/TAWS</li> <li>GPWS/CATEGORY III (HELOS)</li> <li>MILITARY FLIGHT OPS QA (MFOQA)</li> <li>ELECTRONIC CASS (eCASS)</li> <li>HYDRAULIC POWER SUPPLY</li> </ul> <p><u>ADDITIONAL</u></p> <ul style="list-style-type: none"> <li>61 ABBREVIATED ACQ PROGRAMS</li> </ul>

UPDATED: 22 AUGUST 2011

